

Contract Incentive Detail - HVAC

Period : September 2023

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EMPLOYEE INFORMATION

Employee	: Francis R Begnoche	Job Code	: J07683
Employee ID	: 1696790	Plan	: SC04 - SIP BSNA HVAC Account Sales Reps (SC04)
Branch/Dept	: N42 - 0000	Plan Effective Date	: 1/1/2013
Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMARY										
Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive	
0N420120	12/01/2019	Prime	Closed	\$146,651.50	\$21,089.18	70%	\$1,968.94	\$1,968.94	\$0.00	
1-109698855523	10/01/2022	L&M	Closed	\$18,423.00	\$6,662.00	100%	\$416.00	\$416.00	\$0.00	
1-111438622104	12/01/2021	PSA	Closed	\$103,356.00	\$59,243.78	100%	\$814.67	\$814.67	\$0.00	
1-115651471936	02/01/2022	PSA	Active	\$41,741.00	\$17,041.19	100%	\$5,623.59	\$4,217.69	\$1,405.90	
1-116711092740	02/01/2023	L&M	Closed	\$32,294.00	\$13,233.91	100%	\$839.32	\$839.32	\$0.00	
1-117181579068	10/01/2022	L&M	Closed	\$8,561.00	\$2,546.25	100%	\$165.83	\$165.83	\$0.00	
1-117776271309	11/01/2022	L&M	Closed	\$11,400.00	\$5,589.71	100%	\$471.86	\$471.87	\$-0.01	
1-120196299423	08/01/2022	PSA	Active	\$60,844.00	\$19,701.52	100%	\$751.24	\$751.24	\$0.00	
1-120663415909	08/01/2022	PSA	Active	\$24,728.00	\$13,590.83	100%	\$200.96	\$200.96	\$0.00	
1-121381921626	10/01/2022	L&M	Closed	\$4,703.00	\$1,888.52	100%	\$115.59	\$115.59	\$0.00	
1-121496265717	09/01/2022	PSA	Active	\$77,026.00	\$37,993.46	100%	\$644.47	\$644.47	\$0.00	
1-121516897449	12/01/2022	L&M	Closed	\$42,639.00	\$22,327.73	100%	\$1,835.94	\$1,835.94	\$0.00	
1-121685076169	10/01/2022	L&M	Closed	\$4,973.00	\$2,191.19	100%	\$131.94	\$131.94	\$0.00	
1-122537957067	10/01/2022	L&M	Closed	\$6,654.00	\$2,431.50	100%	\$151.52	\$151.52	\$0.00	
1-122826297269	01/01/2023	L&M	Closed	\$693.00	\$406.00	100%	\$32.00	\$32.00	\$0.00	
1-122870866328	10/01/2022	PSA	Active	\$6,668.00	\$3,350.23	100%	\$55.56	\$55.56	\$0.00	
1-122915187091	10/01/2022	PSA	Active	\$18,688.00	\$10,152.58	100%	\$171.67	\$171.67	\$0.00	
1-122923059571	12/01/2022	L&M	Closed	\$9,994.48	\$4,933.42	100%	\$415.35	\$415.35	\$0.00	
1-123097410310	08/01/2023	L&M	Closed	\$3,644.00	\$-2,797.54	100%	\$-119.84	\$-119.84	\$0.00	
1-123168623779	10/01/2022	PSA	Active	\$19,776.00	\$9,110.13	100%	\$124.61	\$124.61	\$0.00	

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Branch/Dept	: N42 - 0000	Plan Effective Date	: 1/1/2013
Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMA	Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
	1-124331362213	11/01/2022	L&M	Closed	\$18,885.71	\$10,018.83	100%	\$819.65	\$819.65	\$0.00
	1-124505074975	03/01/2023	L&M	Closed	\$2,500.00	\$1,635.20	100%	\$133.32	\$133.32	\$0.00
	1-124521394470	02/01/2023	L&M	Closed	\$15,562.29	\$11,055.01	100%	\$873.71	\$873.71	\$0.00
	1-124763621343	01/01/2023	L&M	Closed	\$4,275.00	\$2,785.98	100%	\$211.45	\$211.45	\$0.00
	1-124814883893	12/01/2022	PSA	Active	\$4,816.00	\$1,492.96	100%	\$0.00	\$0.00	\$0.00
	1-124950993527	12/01/2022	PSA	Active	\$17,315.00	\$8,190.69	100%	\$162.26	\$162.26	\$0.00
	1-125056074793	06/01/2023	L&M	Closed	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00
	1-127198419983	02/01/2023	L&M	Closed	\$11,671.00	\$4,655.00	100%	\$296.94	\$296.94	\$0.00
	1-127216737853	02/01/2023	L&M	Closed	\$4,939.20	\$2,018.20	100%	\$128.08	\$128.08	\$0.00
	1-127351428275	01/01/2023	PSA	Active	\$26,244.00	\$11,814.15	0%	\$0.00	\$0.00	\$0.00
	1-127440410395	02/01/2023	L&M	Closed	\$16,848.00	\$9,340.52	100%	\$814.50	\$814.51	\$-0.01
	1-127518742503	02/01/2023	PSA	Active	\$41,967.00	\$15,634.14	100%	\$625.36	\$625.36	\$0.00
	1-127519351450	02/01/2023	PSA	Active	\$16,754.00	\$7,608.54	100%	\$151.19	\$151.19	\$0.00
	1-127519995291	02/01/2023	PSA	Active	\$26,838.00	\$10,604.20	0%	\$0.00	\$0.00	\$0.00
	1-127567045794	02/01/2023	L&M	Closed	\$4,996.00	\$1,722.34	100%	\$113.60	\$113.60	\$0.00
	1-127636821036	06/01/2023	L&M	Closed	\$79,744.00	\$31,646.10	100%	\$2,020.90	\$2,020.90	\$0.00
	1-127803297655	03/01/2023	L&M	Closed	\$3,793.90	\$1,965.20	100%	\$176.52	\$176.52	\$0.00
	1-128331092283	03/01/2023	L&M	Closed	\$4,996.00	\$2,377.00	100%	\$221.90	\$221.90	\$0.00
	1-128545337944	05/01/2023	L&M	Closed	\$24,711.38	\$9,374.79	100%	\$604.65	\$604.65	\$0.00
	1-128594533930	05/01/2023	L&M	Closed	\$3,046.51	\$1,675.39	100%	\$146.62	\$146.62	\$0.00
	1-128639067410	04/01/2023	L&M	Closed	\$13,811.00	\$6,905.29	30%	\$220.63	\$220.63	\$0.00
	1-128639669238	06/01/2023	L&M	Closed	\$3,475.46	\$530.47	100%	\$45.64	\$45.64	\$0.00
	1-128644820544	04/01/2023	L&M	Closed	\$4,996.00	\$1,958.40	100%	\$125.40	\$125.40	\$0.00

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Branch/Dept	: N42 - 0000	Plan Effective Date	: 1/1/2013
Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMAR										
Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive	
1-128699248592	08/01/2023	L&M	Closed	\$9,800.49	\$3,503.64	100%	\$229.08	\$229.08	\$0.00	
1-128728576327	05/01/2023	L&M	Closed	\$41,254.00	\$16,046.44	100%	\$1,029.22	\$1,029.22	\$0.00	
1-128740236813	05/01/2023	L&M	Closed	\$4,996.00	\$1,722.34	100%	\$113.60	\$113.60	\$0.00	
1-128755127288	04/01/2023	L&M	Closed	\$8,843.00	\$3,458.23	100%	\$221.55	\$221.55	\$0.00	
1-128823558105	05/01/2023	PSA	Active	\$32,329.00	\$14,024.85	100%	\$5,785.25	\$4,338.94	\$1,446.31	
1-128825097613	05/01/2023	PSA	Active	\$44,764.00	\$15,840.86	100%	\$5,227.48	\$3,920.61	\$1,306.87	
1-128856930132	07/01/2023	L&M	Closed	\$24,879.00	\$12,819.75	100%	\$1,154.10	\$1,154.10	\$0.00	
1-129523860277	07/01/2023	L&M	Closed	\$17,116.00	\$4,267.97	100%	\$307.54	\$307.54	\$0.00	
1-129533977579	08/01/2023	L&M	Closed	\$4,996.00	\$1,722.34	100%	\$113.60	\$113.60	\$0.00	
1-129533977693	06/01/2023	L&M	Closed	\$4,996.00	\$1,836.01	100%	\$119.28	\$119.28	\$0.00	
1-129533977807	06/01/2023	L&M	Closed	\$4,996.00	\$2,170.59	100%	\$136.01	\$136.01	\$0.00	
1-129533977861	09/01/2023	L&M	Closed	\$4,996.00	\$2,367.10	100%	\$221.41	\$221.41	\$0.00	
1-129534483910	09/01/2023	L&M	Closed	\$4,996.00	\$2,367.10	100%	\$221.41	\$221.41	\$0.00	
1-129773465379	07/01/2023	L&M	Closed	\$24,626.00	\$11,077.22	25%	\$215.41	\$215.41	\$0.00	
1-129788754600	06/01/2023	PSA	Active	\$30,924.00	\$13,491.46	100%	\$7,420.30	\$5,565.23	\$1,855.07	
1-130282555772	07/01/2023	PSA	Active	\$11,344.00	\$5,032.45	100%	\$2,075.89	\$1,556.91	\$518.98	
1-130308104613	07/01/2023	L&M	Closed	\$1,293.00	\$806.09	100%	\$66.97	\$66.96	\$0.01	
1-130308104671	07/01/2023	L&M	Closed	\$1,394.00	\$719.08	100%	\$64.72	\$64.71	\$0.01	
1-130418265427	08/01/2023	PSA	Active	\$600.00	\$300.00	100%	\$6.00	\$6.00	\$0.00	
1-130419323583	08/01/2023	PSA	Active	\$35,244.00	\$15,680.78	100%	\$313.62	\$313.62	\$0.00	
1-130419323786	08/01/2023	PSA	Active	\$26,456.00	\$13,926.15	100%	\$271.82	\$271.82	\$0.00	
1-130419447253	08/01/2023	PSA	Active	\$600.00	\$300.00	100%	\$6.00	\$6.00	\$0.00	
1-130420750929	08/01/2023	PSA	Active	\$24,737.00	\$10,224.23	100%	\$5,623.33	\$4,217.50	\$1,405.83	

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Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
1-130421212467	08/01/2023	L&M	Closed	\$9,931.00	\$4,017.40	100%	\$405.70	\$405.70	\$0.00
1-131200723890	09/01/2023	PSA	Active	\$30,404.00	\$6,649.78	100%	\$449.72	\$364.33	\$85.39
1N420156	03/01/2021	PSR	Transferred	\$261,926.00	\$125,464.63	80%	\$8,065.86	\$8,065.86	\$0.00
1N420172	03/01/2021	PSR	Active	\$187,261.00	\$79,016.82	20%	\$1,303.72	\$935.90	\$367.82
1N420211	04/01/2021	PSR	Transferred	\$174,781.00	\$102,329.42	20%	\$1,596.93	\$1,596.93	\$0.00
1N420406	09/01/2021	Prime	Active	\$55,478.00	\$13,271.88	80%	\$905.78	\$658.66	\$247.12
2N420008	10/01/2021	Prime	Transferred	\$365,497.00	\$67,875.57	70%	\$6,348.08	\$6,348.09	\$-0.01
2N420009	10/01/2021	Prime	Closed	\$268,145.00	\$13,485.50	100%	\$2,103.44	\$2,103.44	\$0.00
2N420011	10/01/2021	PSR	Closed	\$204,157.00	\$98,518.49	5%	\$396.48	\$396.48	\$0.00
2N420071	11/01/2021	PSR	Closed	\$91,600.00	\$32,574.17	11%	\$280.01	\$280.01	\$0.00
2N420125	12/01/2021	Prime	Transferred	\$383,000.00	\$64,860.30	65%	\$5,838.40	\$5,838.40	\$0.00
2N420126	12/01/2021	Prime	Closed	\$123,015.00	\$0.00	100%	\$-536.16	\$-536.16	\$0.00
2N420150	01/01/2022	PSR	Closed	\$74,860.00	\$26,528.57	85%	\$1,785.87	\$1,785.87	\$0.00
2N420186	02/01/2022	PSC	Active	\$163,475.00	\$47,415.19	15%	\$583.32	\$417.78	\$165.54
2N420187	02/01/2022	PSR	Active	\$197,450.00	\$63,590.06	10%	\$511.72	\$363.72	\$148.00
2N420218	03/01/2022	PSR	Closed	\$36,950.00	\$14,036.00	15%	\$164.95	\$164.95	\$0.00
2N420248	04/01/2022	PSR	Transferred	\$290,480.00	\$101,811.92	15%	\$1,211.64	\$856.19	\$355.45
2N420257	05/01/2022	Prime	Transferred	\$64,666.00	\$16,872.20	100%	\$1,558.50	\$1,558.50	\$0.00
2N420259	05/01/2022	PSR	Active	\$28,284.00	\$14,348.60	15%	\$162.22	\$112.12	\$50.10
2N420261	05/01/2022	PSR	Transferred	\$72,887.00	\$36,672.51	10%	\$293.07	\$207.72	\$85.35
2N420265	09/01/2023	PSC	Active	\$294,606.00	\$94,005.64	2%	\$5,388.28	\$4,565.73	\$822.55
2N420275	05/01/2022	PSR	Transferred	\$42,529.00	\$18,018.54	15%	\$208.44	\$208.44	\$0.00
2N420277	05/01/2022	PSR	Transferred	\$19,350.00	\$9,036.91	15%	\$103.20	\$103.20	\$0.00

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Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMARY

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2N420299	06/01/2022	PSC	Active	\$82,264.00	\$27,392.14	80%	\$2,206.25	\$1,822.76	\$383.49
2N420311	09/01/2022	PSR	Transferred	\$105,134.00	\$32,956.22	68%	\$1,908.82	\$1,908.82	\$0.00
2N420312	09/01/2022	PSR	Transferred	\$38,613.00	\$12,819.20	8%	\$81.48	\$81.48	\$0.00
2N420313	06/01/2022	Prime	Active	\$115,676.00	\$53,578.12	94%	\$5,104.95	\$4,003.25	\$1,101.70
2N420339	07/01/2022	PSC	Active	\$610,847.00	\$152,121.92	10%	\$10,354.91	\$7,692.77	\$2,662.14
2N420343	08/01/2022	PSR	Active	\$94,450.00	\$36,915.32	15%	\$515.93	\$419.02	\$96.91
2N420356	08/01/2022	PSR	Closed	\$19,600.00	\$9,199.49	50%	\$395.36	\$395.37	\$-0.01
2N420375	08/01/2022	PSR	Transferred	\$45,428.00	\$16,463.50	10%	\$102.76	\$102.76	\$0.00
2N420383	08/01/2022	Prime	Active	\$456,687.00	\$112,641.42	70%	\$14,518.50	\$12,793.68	\$1,724.82
2N420384	08/01/2022	Prime	Active	\$158,251.00	\$1,281.19	100%	\$776.19	\$753.77	\$22.42
2N420395	09/01/2022	Prime	Active	\$449,856.00	\$100,349.47	70%	\$7,342.46	\$5,805.86	\$1,536.60
2N420396	09/01/2022	Prime	Transferred	\$200,197.00	\$37,633.63	100%	\$2,782.57	\$2,782.57	\$0.00
2N420411	10/01/2022	PSR	Active	\$1.00	\$0.00	100%	\$0.02	\$0.01	\$0.01
2N420424	09/01/2022	PSR	Transferred	\$58,742.00	\$21,911.64	15%	\$203.99	\$203.99	\$0.00
2N420428	09/01/2022	PSR	Transferred	\$7,299.00	\$0.00	100%	\$18.85	\$23.75	\$-4.90
2N420429	10/01/2022	PSR	Active	\$1.00	\$0.00	16%	\$0.00	\$0.00	\$0.00
2N420431	10/01/2022	PSR	Transferred	\$36,053.00	\$16,007.19	8%	\$110.60	\$88.62	\$21.98
2N420439	10/01/2022	PSR	Active	\$218,882.00	\$84,847.31	90%	\$7,142.39	\$5,806.04	\$1,336.35
2N420440	10/01/2022	PSR	Active	\$96,385.00	\$32,150.43	10%	\$204.12	\$147.86	\$56.26
3EA80092	07/01/2023	Prime	Active	\$21,345.00	\$15,992.96	50%	\$780.43	\$402.60	\$377.83
3EA80093	06/01/2023	Prime	Active	\$22,478.00	\$10,547.17	50%	\$609.39	\$360.21	\$249.18
3N420009	11/01/2022	PSC	Transferred	\$84,650.00	\$24,805.04	100%	\$2,668.70	\$2,234.61	\$434.09
3N420016	02/01/2023	PSR	Transferred	\$14,634.00	\$5,318.87	100%	\$346.43	\$346.43	\$0.00
3N420017	11/01/2022	PSR	Transferred	\$28,703.00	\$7,293.95	100%	\$493.86	\$366.21	\$127.65
3N420024	10/01/2022	PSR	Active	\$284,611.00	\$63,621.62	100%	\$4,461.83	\$2,235.07	\$2,226.76
3N420069	12/01/2022	PSR	Transferred	\$16,675.00	\$6,676.92	100%	\$408.89	\$408.89	\$0.00

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3N420086	12/01/2022	PSC	Active	\$160,559.00	\$69,570.80	100%	\$6,187.99	\$4,970.50	\$1,217.49	
3N420093	02/01/2023	PSR	Active	\$56,584.00	\$23,427.41	15%	\$350.76	\$289.26	\$61.50	
3N420101	02/01/2023	PSC	Active	\$187,500.00	\$73,455.92	10%	\$754.02	\$576.22	\$177.80	
3N420103	02/01/2023	PSR	Active	\$36,188.51	\$14,525.40	5%	\$73.63	\$60.91	\$12.72	
3N420104	02/01/2023	PSC	Active	\$51,030.00	\$20,236.05	13%	\$268.76	\$214.91	\$53.85	
3N420123	01/01/2023	Prime	Active	\$438,932.00	\$105,684.56	95%	\$8,620.56	\$4,939.63	\$3,680.93	
3N420126	02/01/2023	PSC	Active	\$309,109.00	\$72,461.72	90%	\$4,790.87	\$2,508.32	\$2,282.55	
3N420127	02/01/2023	PSC	Active	\$192,179.00	\$59,129.87	9%	\$345.96	\$167.56	\$178.40	
3N420135	02/01/2023	PSC	Transferred	\$21,816.00	\$4,410.88	90%	\$306.48	\$237.01	\$69.47	
3N420145	02/01/2023	PSR	Active	\$62,575.00	\$18,370.16	15%	\$331.35	\$283.13	\$48.22	
3N420146	02/01/2023	Prime	Active	\$29,845.00	\$8,112.90	100%	\$1,021.21	\$879.23	\$141.98	
3N420152	03/01/2023	Prime	Transferred	\$61,800.00	\$12,352.06	100%	\$1,892.23	\$1,892.23	\$0.00	
3N420163	03/01/2023	PSC	Active	\$24,067.00	\$3,588.07	90%	\$280.59	\$167.57	\$113.02	
3N420164	03/01/2023	PSC	Active	\$18,450.00	\$4,798.95	10%	\$34.14	\$17.35	\$16.79	
3N420167	03/01/2023	Prime	Active	\$360,360.00	\$144,864.79	95%	\$16,132.87	\$13,122.40	\$3,010.47	
3N420183	03/01/2023	PSR	Active	\$213,759.00	\$90,566.85	95%	\$8,490.26	\$6,984.59	\$1,505.67	
3N420184	06/01/2023	PSC	Active	\$46,472.00	\$12,810.85	100%	\$1,599.04	\$1,150.66	\$448.38	
3N420186	03/01/2023	PSR	Active	\$155,305.00	\$64,657.60	95%	\$6,114.25	\$5,039.31	\$1,074.94	
3N420187	03/01/2023	PSR	Active	\$110,186.00	\$50,888.63	95%	\$4,576.16	\$3,730.14	\$846.02	
3N420188	03/01/2023	PSR	Active	\$42,805.00	\$17,223.19	95%	\$1,656.83	\$1,370.50	\$286.33	
3N420189	03/01/2023	PSR	Active	\$29,840.00	\$10,925.87	95%	\$1,103.64	\$922.00	\$181.64	
3N420197	04/01/2023	PSC	Active	\$85,650.00	\$31,262.62	25%	\$832.42	\$695.65	\$136.77	
3N420225	05/01/2023	Prime	Active	\$977,125.00	\$290,976.42	70%	\$17,432.63	\$11,888.62	\$5,544.01	

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Contract Incentive Detail - HVAC

Period : September 2023



EMPLOYEE INFORMATION

Employee	: Francis R Begnoche	Job Code	: J07683
Employee ID	: 1696790	Plan	: SC04 - SIP BSNA HVAC Account Sales Reps (SC04)
Branch/Dept	: N42 - 0000	Plan Effective Date	: 1/1/2013
Manager	: Patrick T McGuire	Manager ID	: 1260393
Pay Suspend	: No		

INCENTIVE SUMMARY										
Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive	
3N420226	05/01/2023	PSR	Active	\$7,630.00	\$2,540.67	40%	\$67.60	\$32.03	\$35.57	
3N420230	05/01/2023	PSR	Active	\$139,007.00	\$53,859.73	60%	\$3,335.99	\$2,770.46	\$565.53	
3N420231	05/01/2023	PSR	Active	\$65,524.00	\$26,536.96	5%	\$133.92	\$100.19	\$33.73	
3N420251	06/01/2023	PSC	Active	\$182,485.00	\$61,885.64	15%	\$1,028.70	\$703.80	\$324.90	
3N420264	06/01/2023	PSR	Active	\$18,081.00	\$4,124.83	100%	\$305.69	\$161.32	\$144.37	
3N420265	06/01/2023	PSR	Active	\$20,547.00	\$8,218.61	100%	\$834.72	\$547.07	\$287.65	
3N420278	06/01/2023	Prime	Active	\$36,286.00	\$12,292.68	100%	\$814.20	\$599.08	\$215.12	
3N420287	06/01/2023	Prime	Active	\$187,813.91	\$26,973.73	100%	\$2,381.67	\$1,437.59	\$944.08	
3N420288	06/01/2023	Prime	Active	\$910,144.09	\$263,941.79	100%	\$31,968.80	\$22,730.84	\$9,237.96	
3N420296	07/01/2023	PSR	Active	\$281,730.00	\$77,447.40	90%	\$4,879.69	\$2,440.10	\$2,439.59	
3N420307	07/01/2023	PSC	Active	\$63,640.00	\$12,999.36	100%	\$999.99	\$545.01	\$454.98	
3N420331	09/30/2023	PSC	Active	\$37,922.00	\$10,239.00	100%	\$1,294.09	\$935.73	\$358.36	
3N420339	08/01/2023	Prime	Active	\$9,495.00	\$3,062.86	100%	\$205.36	\$98.16	\$107.20	
3N420345	08/01/2023	Prime	Active	\$131,978.00	\$48,334.48	95%	\$5,628.22	\$3,828.82	\$1,799.40	
3N420369	09/30/2023	PSC	Active	\$433,054.00	\$86,610.80	100%	\$6,712.34	\$3,680.96	\$3,031.38	
9N420505	09/01/2019	Prime	Closed	\$512,996.01	\$88,235.94	60%	\$7,325.61	\$7,325.61	\$0.00	
Total							\$307,429.21	\$243,740.90	\$63,688.32	